

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W

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R 160930Z JUN 74

FM AMEMBASSY KUWAIT

TO USDA WASHDC

USDOC WASHDC

INFO SEKSTATE WASHDC 9966

LIMITED OFFICIAL USE KUWAIT 2502

FOR FAS/G AND F/ROBERT BEIBER

EO 11652: NA

TAGS: EAGR, BBAK, KU

SUBJ: LARGE RICE DEAL CONCLUDED

REF: KUWAIT 2443

1. REFTEL NOTED THAT GOK-OWNED KUWAIT SUPPLIES CO WAS DICKERING OVER PURCHASE OF 10,000 MT CAROLINA RICE EACH FROM RIVIANA FOODS OF HOUSTON AND CHEMICAL INDUSTRIES OF PHOENIX.

2. EMBASSY HAS BEEN INFORMED BY JASSEM MOHAMMAD AL-WAZZAN, THE LARGEST BULK FOOD TRADER IN KUWAIT, THAT HE HAS JUST CONCLUDED DEAL AND OPENED LETTER OF CREDIT FOR 10,000 MT CAROLINA RICE FROM RIVIANA FOODS. DEAL IS FOR 100 LB BAGS NO TWO RICE WITH SHIPMENT IN SEPTEMBER AND OCTOBER. TOTAL AMOUNT L/C APPROXIMATELY DOLS 6,100,000.

3. ON THE SURFACE IT APPEARS THAT KSC PROCRASTINATED TOO LONG AND RIVIANA DECIDED SELL RICE TO AL-WAZZAN INSTEAD. IT WOULDN'T SURPRISE US IF HE INTENDS TO TURN AROUND AND RE-SELL RICE TO KSC. ON OTHER HAND, IT POSSIBLE RIVIANA INTENDS CONCLUDE BOTH DEALS, WITH 10,000 MT GOING TO KSC AND 10,000 GOING TO AL-WAZZAN. WE VERY MUCH WOULD LIKE KNOW RIVIAN'S INTENTIONS THIS REGARD, AND WHETHER OR NOT RIVIANA CAPABLE EXECUTING BOTH ORDERS IF THAT THEIR INTENTION.

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MCCLELLAND

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